

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	12	-16.7%	131	154	-14.9%
New Listing Volume	\$1,521,200	\$2,720,400	-44.1%	\$28,157,072	\$31,592,200	-10.9%
Active Listing Count	36	98	-63.3%	N/A	N/A	
Active Listing Volume	\$9,637,250	\$23,117,750	-58.3%	N/A	N/A	
Average Listing Price	\$267,701	\$235,895	+13.5%	\$219,981	\$216,362	+1.7%
Median Listing Price	\$199,500	\$202,425	-1.4%	\$169,533	\$193,761	-12.5%
Median Days in RPR	71	123	-42.3%	109.01	120.04	-9.2%
Months of Inventory	1.8	8.9	-79.8%	6.5	9.4	-30.5%
Absorption Rate	55.56%	11.22%	+44.3%	15.31%	10.65%	+4.7%
Sales Activity Charts Metrics						
New Pending Sales Count	22	15	+46.7%	148	125	+18.4%
New Pending Sales Volume	\$4,458,172	\$2,235,250	+99.4%	\$31,647,922	\$20,475,849	+54.6%
Pending Sales Count	31	28	+10.7%	N/A	N/A	
Pending Sales Volume	\$6,804,622	\$4,703,600	+44.7%	N/A	N/A	
Closed Sales Count	19	10	+90%	100	81	+23.5%
Closed Sales Volume	\$4,026,250	\$1,766,500	+127.9%	\$20,950,220	\$12,726,533	+64.6%
Average Sales Price	\$211,908	\$176,650	+20%	\$209,502	\$157,118	+33.3%
Median Sales Price	\$193,300	\$214,500	-9.9%	\$182,597	\$150,812	+21.1%

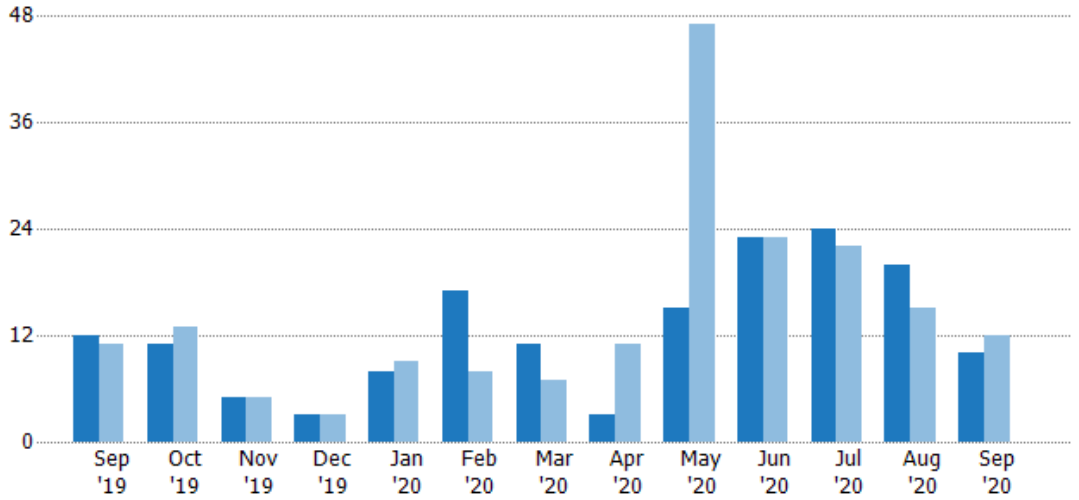
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Sep '20	10	-16.7%
Sep '19	12	9.1%
Sep '18	11	0%

Current Year	12	11	5	3	8	17	11	3	15	23	24	20	10
Prior Year	11	13	5	3	9	8	7	11	47	23	22	15	12
Percent Change from Prior Year	9%	-15%	0%	0%	-11%	113%	57%	-73%	-68%	0%	9%	33%	-17%

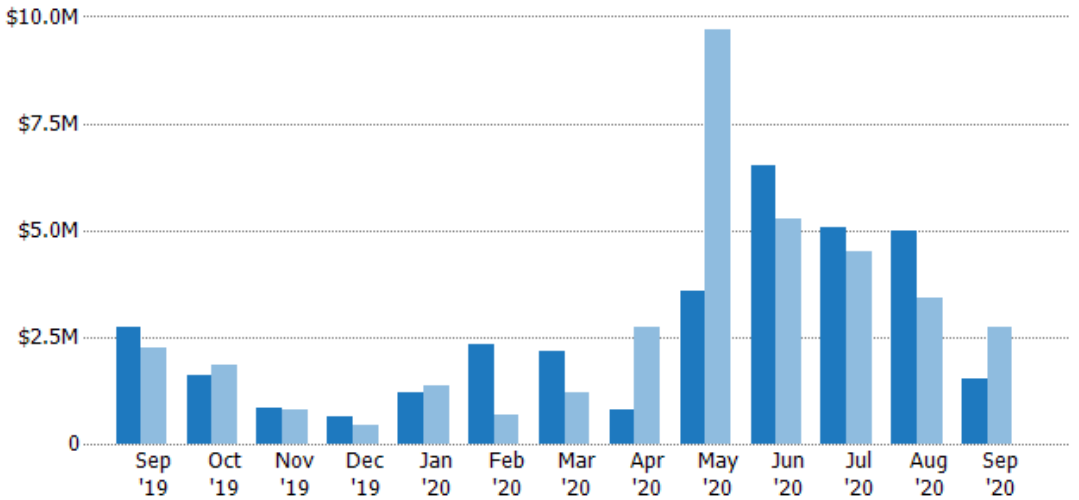
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Sep '20	\$1.52M	-44.1%
Sep '19	\$2.72M	20.9%
Sep '18	\$2.25M	-16.3%

Current Year	\$2.72M	\$1.62M	\$825K	\$617K	\$1.21M	\$2.33M	\$2.16M	\$805K	\$3.57M	\$6.53M	\$5.06M	\$4.98M	\$1.52M
Prior Year	\$2.25M	\$1.84M	\$789K	\$449K	\$1.37M	\$670K	\$1.19M	\$2.73M	\$9.71M	\$5.27M	\$4.52M	\$3.41M	\$2.72M
Percent Change from Prior Year	21%	-12%	5%	38%	-12%	248%	81%	-70%	-63%	24%	12%	46%	-44%

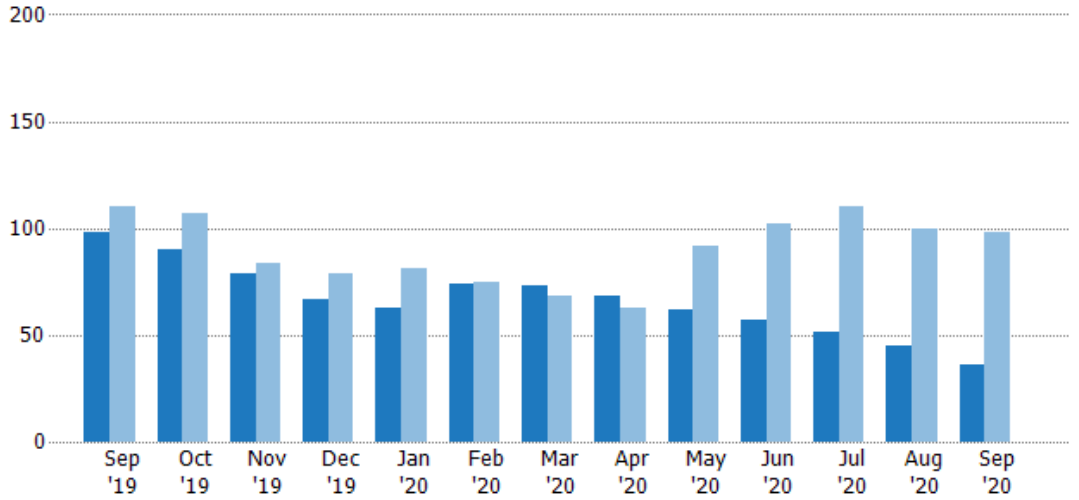
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Sep '20	36	-63.3%
Sep '19	98	-10.9%
Sep '18	110	-13.6%

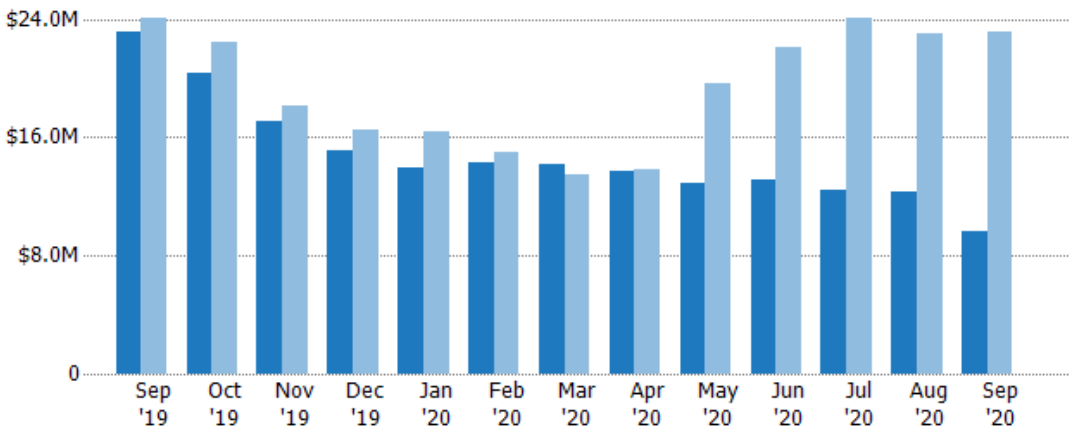
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Sep '20	\$9.64M	-58.3%
Sep '19	\$23.1M	-4%
Sep '18	\$24.1M	-22.1%

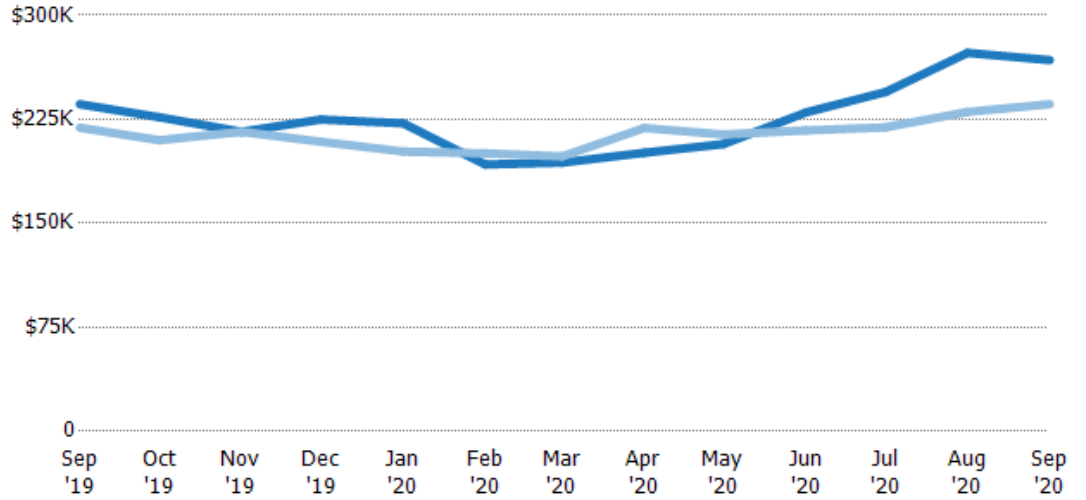
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Sep '20	\$268K	13.5%
Sep '19	\$236K	7.8%
Sep '18	\$219K	-9.8%



Current Year	\$236K	\$227K	\$216K	\$225K	\$222K	\$192K	\$194K	\$201K	\$207K	\$230K	\$245K	\$273K	\$268K
Prior Year	\$219K	\$210K	\$216K	\$209K	\$202K	\$200K	\$198K	\$219K	\$214K	\$217K	\$219K	\$230K	\$236K
Percent Change from Prior Year	8%	8%	0	8%	10%	-4%	-2%	-8%	-3%	6%	12%	18%	13%

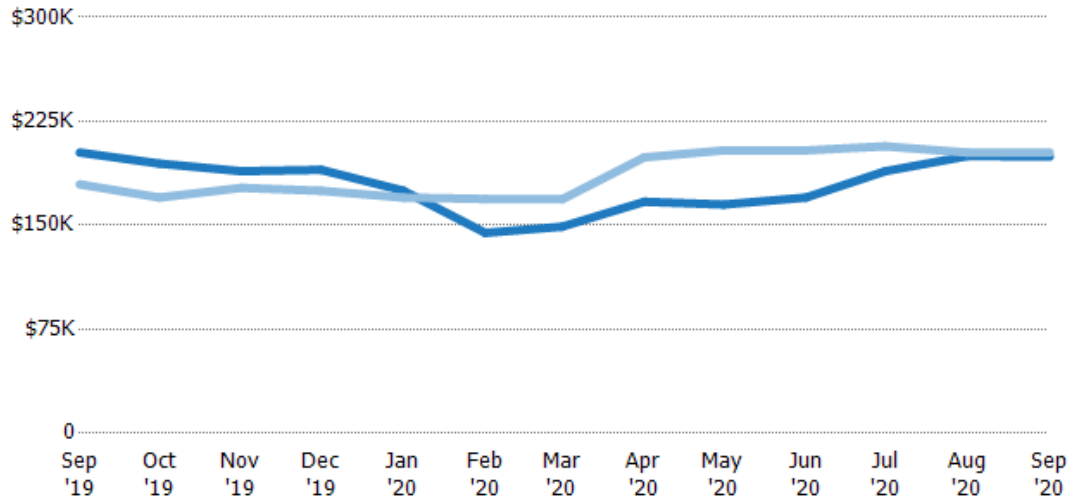
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Sep '20	\$200K	-1.4%
Sep '19	\$202K	12.8%
Sep '18	\$179K	5.3%



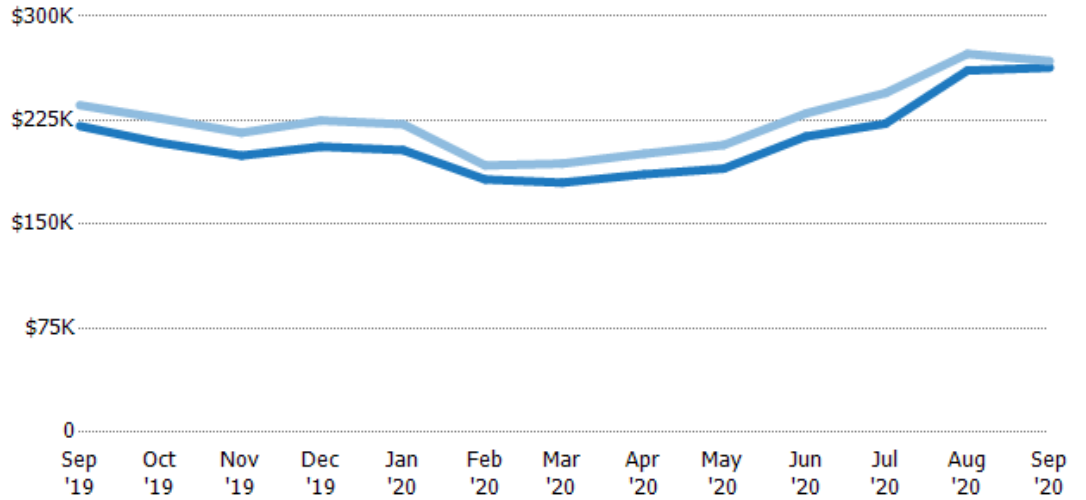
Current Year	\$202K	\$195K	\$189K	\$190K	\$175K	\$145K	\$149K	\$167K	\$165K	\$170K	\$189K	\$200K	\$200K
Prior Year	\$179K	\$170K	\$177K	\$175K	\$170K	\$169K	\$169K	\$199K	\$204K	\$204K	\$207K	\$202K	\$202K
Percent Change from Prior Year	13%	14%	7%	9%	3%	-14%	-12%	-16%	-19%	-17%	-9%	-1%	-1%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



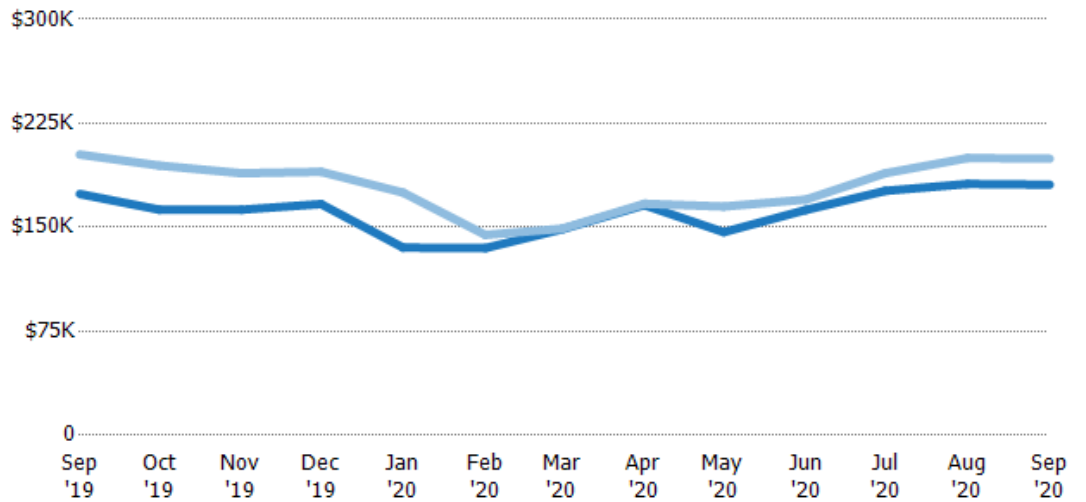
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$221K	\$209K	\$200K	\$206K	\$203K	\$182K	\$180K	\$186K	\$190K	\$213K	\$223K	\$261K	\$263K
Avg Listing Price	\$236K	\$227K	\$216K	\$225K	\$222K	\$192K	\$194K	\$201K	\$207K	\$230K	\$245K	\$273K	\$268K
Avg Listing Price as a % of Avg Est Value	107%	108%	108%	109%	109%	106%	108%	108%	109%	108%	110%	105%	102%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$174K	\$163K	\$163K	\$167K	\$135K	\$135K	\$149K	\$166K	\$146K	\$162K	\$176K	\$181K	\$181K
Median Listing Price	\$202K	\$195K	\$189K	\$190K	\$175K	\$145K	\$149K	\$167K	\$165K	\$170K	\$189K	\$200K	\$200K
Med Listing Price as a % of Med Est Value	116%	120%	116%	114%	129%	107%	100%	101%	113%	105%	107%	110%	110%

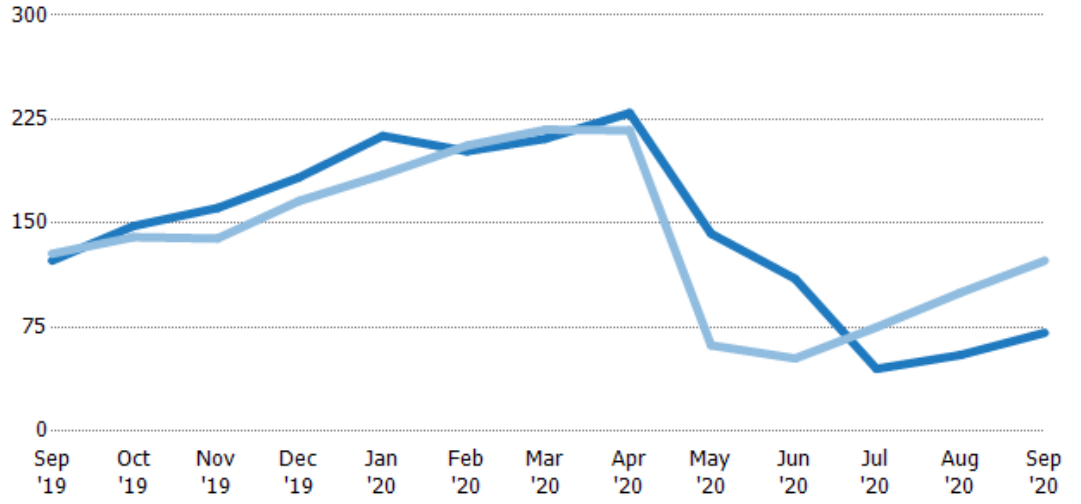
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Sep '20	71	-42.3%
Sep '19	123	-3.9%
Sep '18	128	-7%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	123	148	161	183	213	202	211	230	143	110	45	55	71
Prior Year	128	140	139	166	185	206	218	217	62	52.5	75	100	123
Percent Change from Prior Year	-4%	6%	16%	10%	15%	-2%	-3%	6%	130%	110%	-40%	-45%	-42%

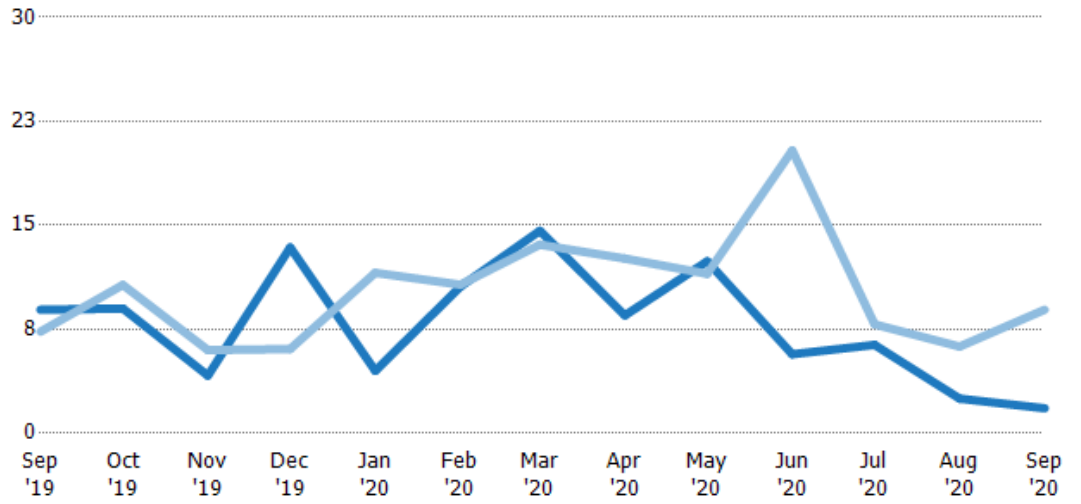
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Sep '20	1.8	-79.8%
Sep '19	8.91	21.5%
Sep '18	7.33	-7.5%



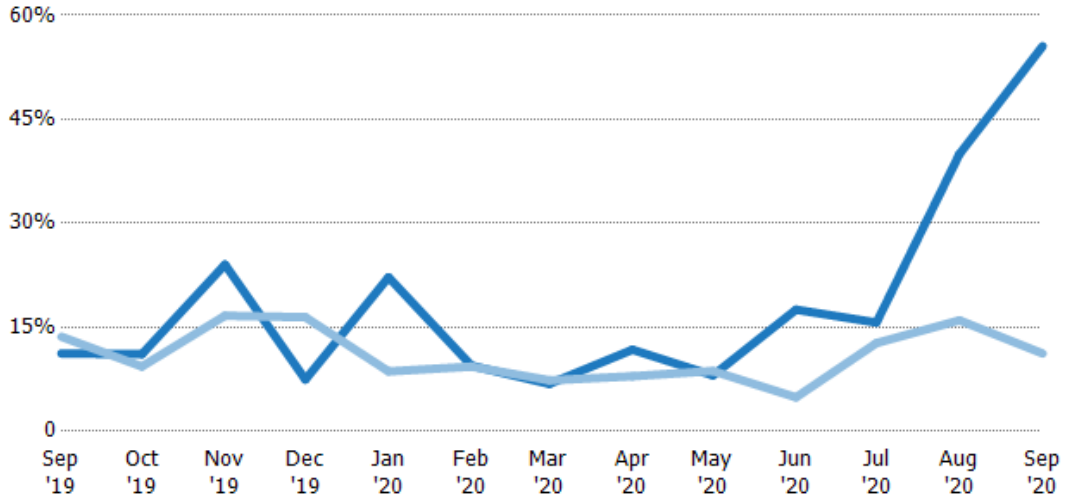
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	8.91	9	4.16	13.4	4.5	10.6	14.6	8.5	12.4	5.7	6.38	2.5	1.8
Prior Year	7.33	10.7	6	6.08	11.6	10.7	13.6	12.6	11.5	20.4	7.86	6.25	8.91
Percent Change from Prior Year	21%	-16%	-31%	121%	-61%	-1%	7%	-33%	8%	-72%	-19%	-60%	-80%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



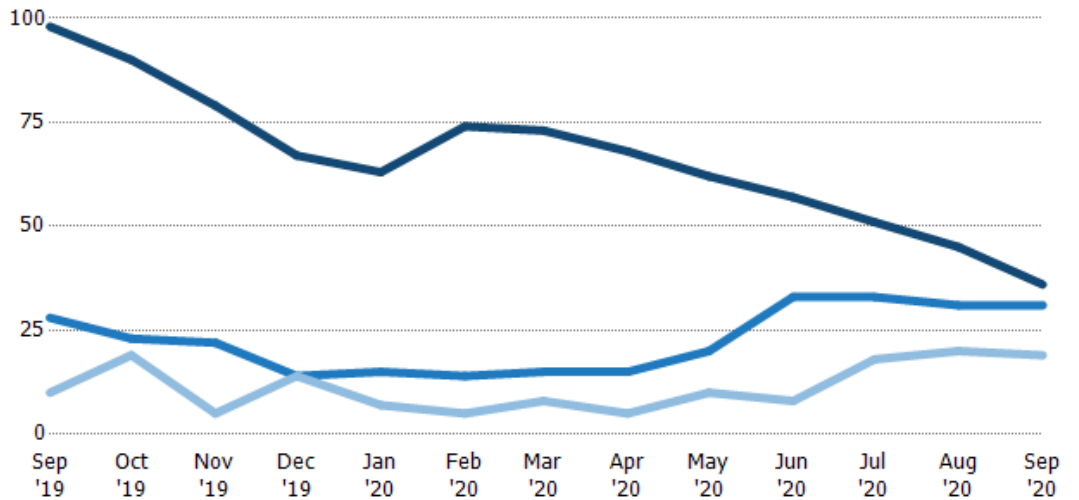
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	11%	11%	24%	7%	22%	9%	7%	12%	8%	18%	16%	40%	56%
Prior Year	14%	9%	17%	16%	9%	9%	7%	8%	9%	5%	13%	16%	11%
Change from Prior Year	2%	-2%	-7%	9%	-14%	0%	1%	-4%	1%	-13%	-3%	-24%	-44%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	98	90	79	67	63	74	73	68	62	57	51	45	36
Pending	28	23	22	14	15	14	15	15	20	33	33	31	31
Sold	10	19	5	14	7	5	8	5	10	8	18	20	19

New Pending Sales

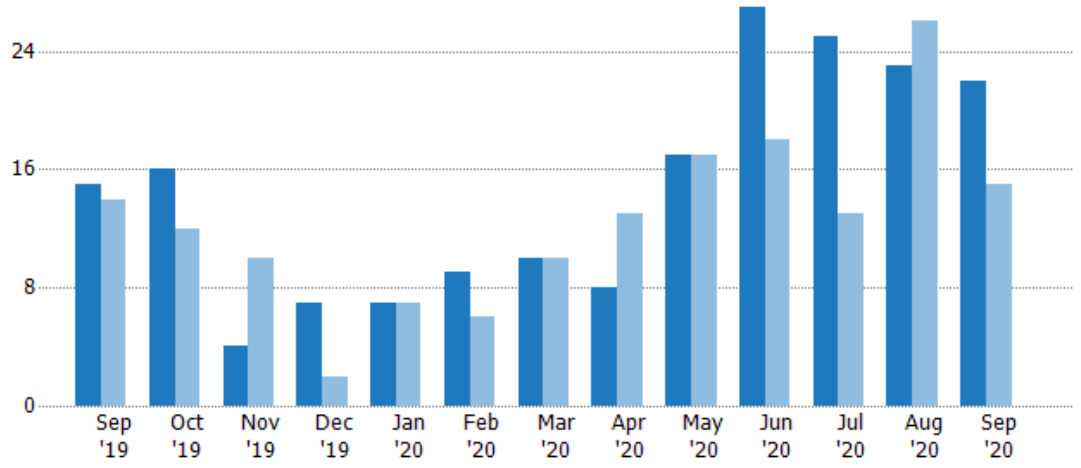
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Sep '20	22	46.7%
Sep '19	15	7.1%
Sep '18	14	-14.3%



Current Year	15	16	4	7	7	9	10	8	17	27	25	23	22
Prior Year	14	12	10	2	7	6	10	13	17	18	13	26	15
Percent Change from Prior Year	7%	33%	-60%	250%	0%	50%	0%	-38%	0%	50%	92%	-12%	47%

New Pending Sales Volume

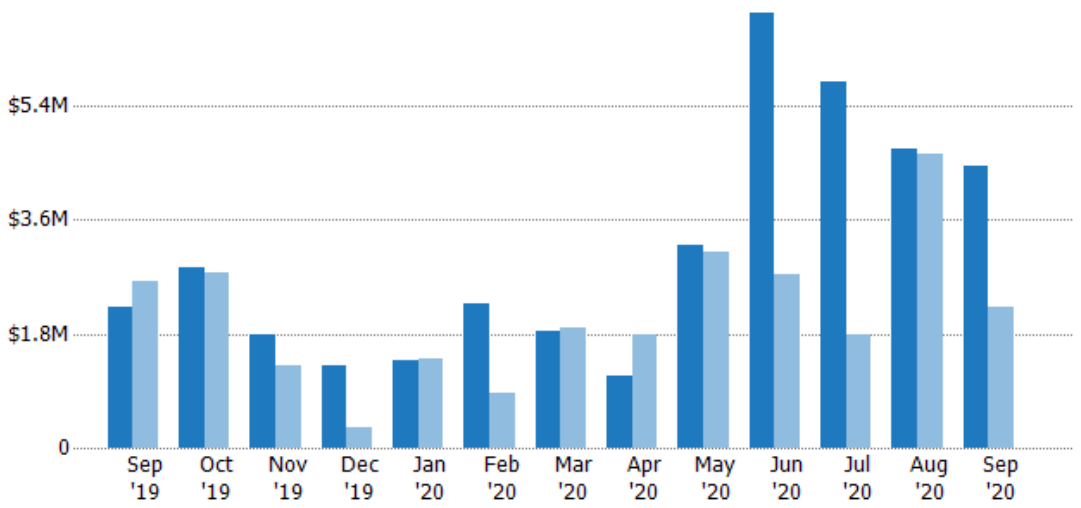
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Sep '20	\$4.46M	99.4%
Sep '19	\$2.24M	-15.2%
Sep '18	\$2.64M	22.2%



Current Year	\$2.24M	\$2.85M	\$1.79M	\$1.29M	\$1.38M	\$2.28M	\$1.84M	\$1.12M	\$3.19M	\$6.86M	\$5.79M	\$4.73M	\$4.46M
Prior Year	\$2.64M	\$2.77M	\$1.29M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.79M	\$4.65M	\$2.24M
Percent Change from Prior Year	-15%	3%	39%	306%	-2%	161%	-3%	-37%	3%	151%	223%	2%	99%

Pending Sales

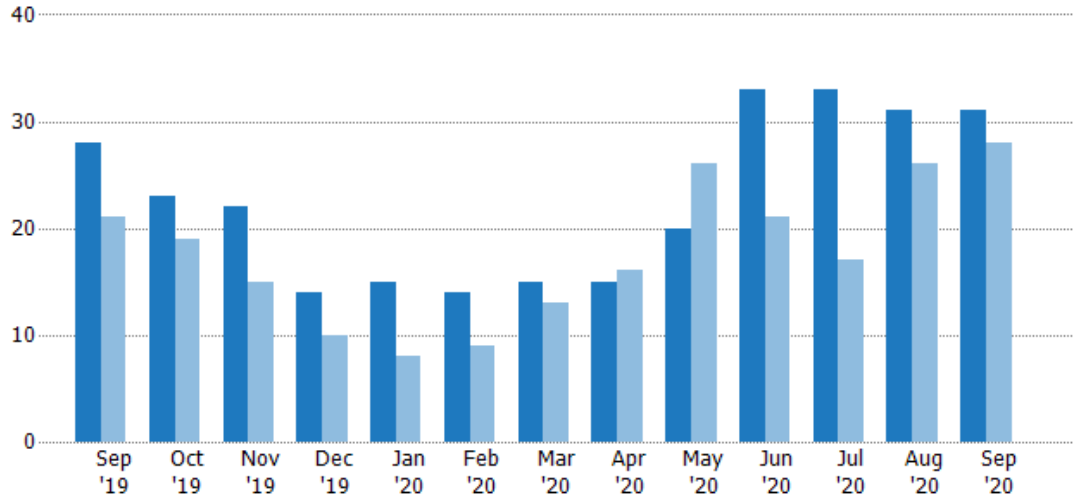
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Sep '20	31	10.7%
Sep '19	28	33.3%
Sep '18	21	-28.6%



Current Year	28	23	22	14	15	14	15	15	20	33	33	31	31
Prior Year	21	19	15	10	8	9	13	16	26	21	17	26	28
Percent Change from Prior Year	33%	21%	47%	40%	88%	56%	15%	-6%	-23%	57%	94%	19%	11%

Pending Sales Volume

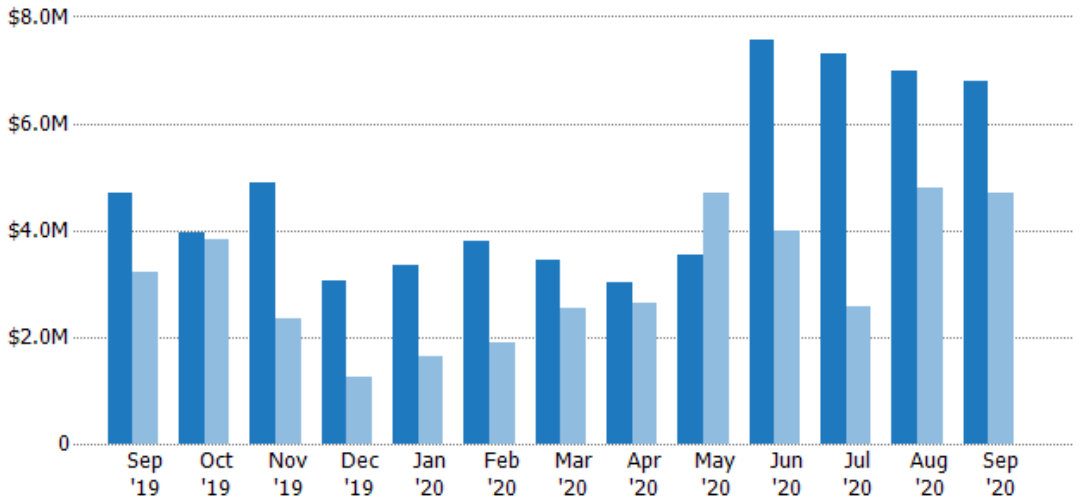
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Sep '20	\$6.8M	44.7%
Sep '19	\$4.7M	46.4%
Sep '18	\$3.21M	10%



Current Year	\$4.7M	\$3.96M	\$4.9M	\$3.07M	\$3.33M	\$3.78M	\$3.43M	\$3.01M	\$3.54M	\$7.56M	\$7.32M	\$6.97M	\$6.8M
Prior Year	\$3.21M	\$3.83M	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.55M	\$2.62M	\$4.69M	\$3.99M	\$2.56M	\$4.8M	\$4.7M
Percent Change from Prior Year	46%	3%	107%	146%	105%	99%	35%	15%	-25%	90%	186%	45%	45%

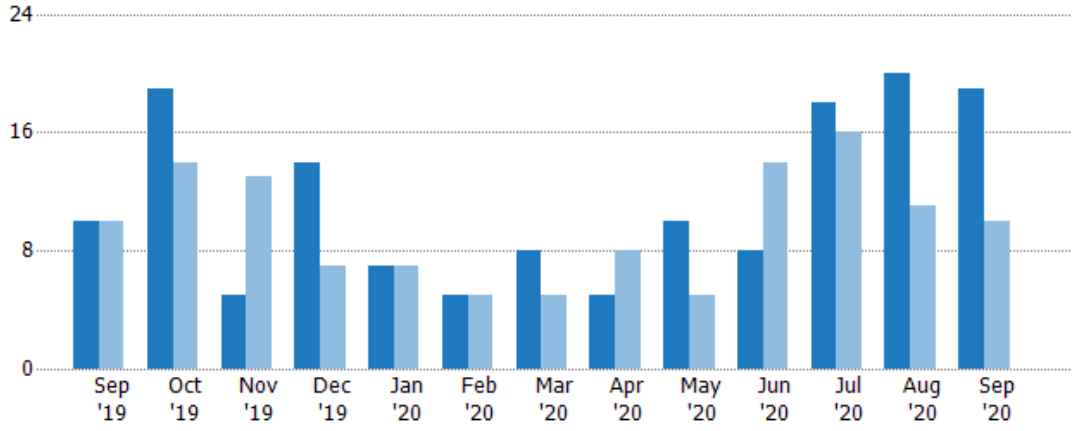
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	19	10	90%
Sep '19	10	10	0%
Sep '18	10	10	70%

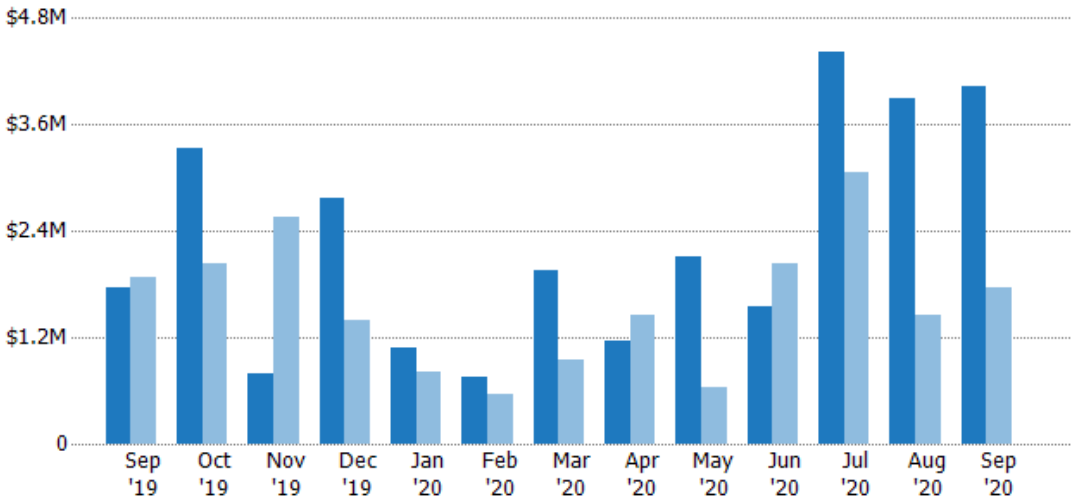
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	\$4.03M	\$1.77M	127.9%
Sep '19	\$1.77M	\$1.77M	-6.1%
Sep '18	\$1.88M	\$1.88M	35.8%

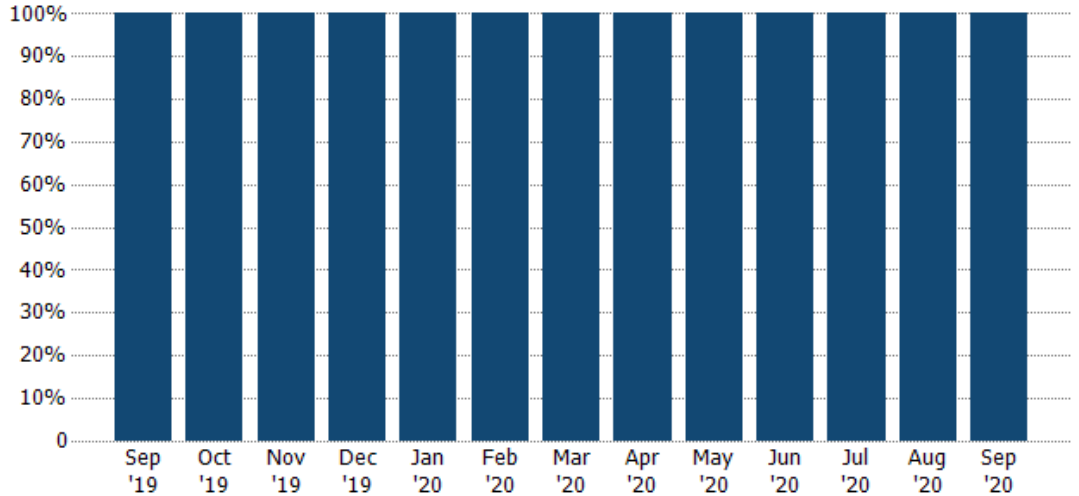
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Property Type:
Condo/Townhouse/Apt, Single Family Residence



■ Single Family Residence

100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

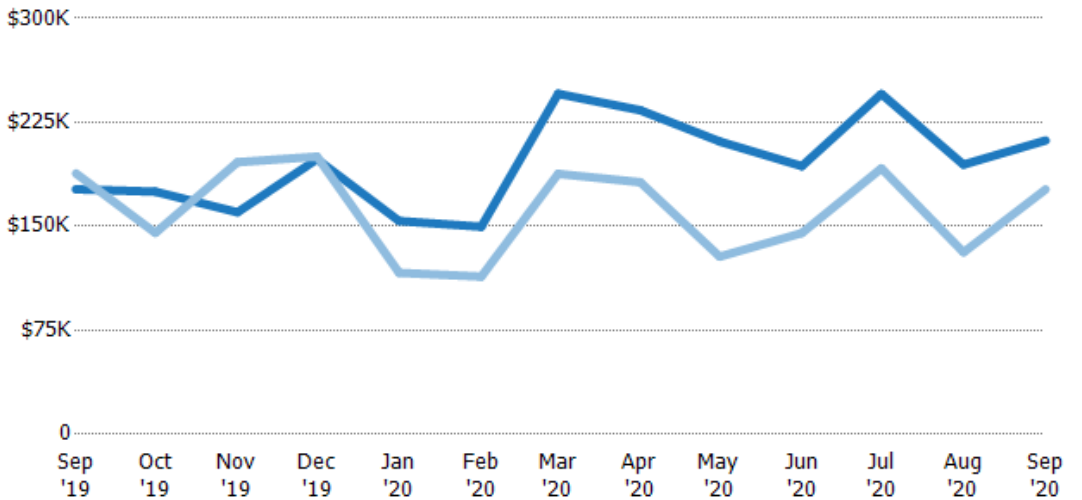
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Property Type:
Condo/Townhouse/Apt, Single Family Residence



■ Current Year

■ Prior Year

Percent Change from Prior Year

Current Year	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K	\$194K	\$212K
Prior Year	\$188K	\$145K	\$196K	\$200K	\$116K	\$114K	\$188K	\$182K	\$128K	\$145K	\$192K	\$131K	\$177K
Percent Change from Prior Year	-6%	20%	-18%	-1%	32%	32%	31%	29%	65%	33%	28%	48%	20%

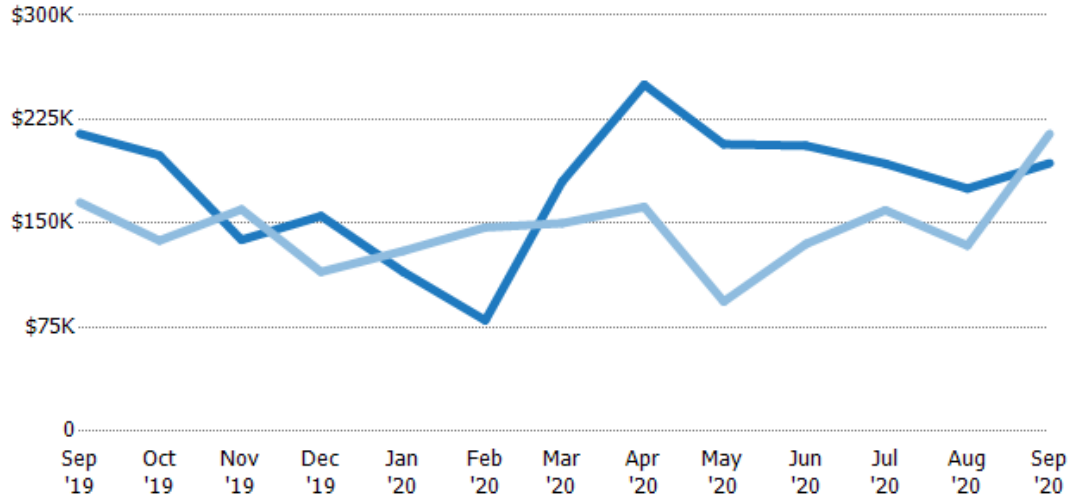
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Sep '20	\$193K	-9.9%
Sep '19	\$215K	30%
Sep '18	\$165K	-21.2%



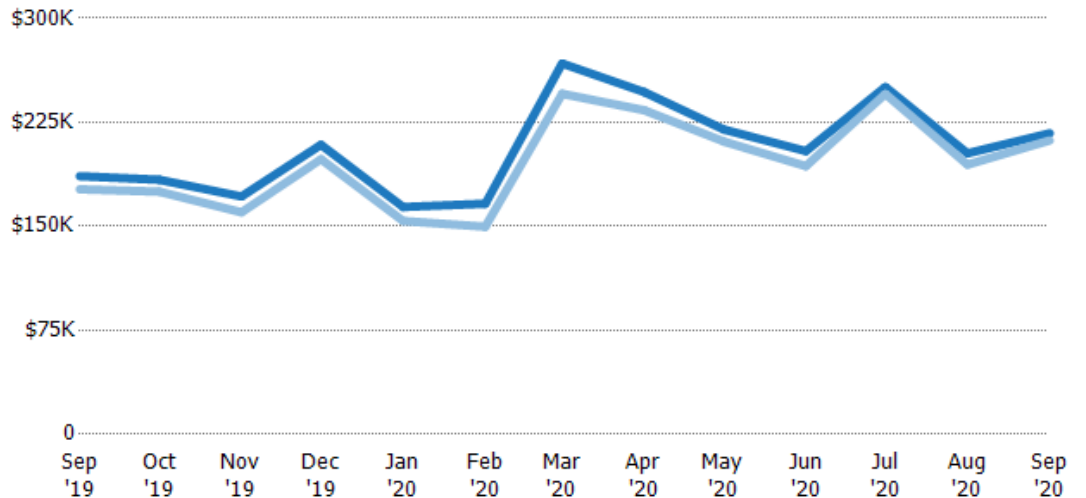
Current Year	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K	\$193K
Prior Year	\$165K	\$138K	\$160K	\$115K	\$130K	\$147K	\$150K	\$162K	\$93.5K	\$135K	\$159K	\$134K	\$215K
Percent Change from Prior Year	30%	45%	-14%	35%	-12%	-46%	20%	55%	121%	53%	21%	31%	-10%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



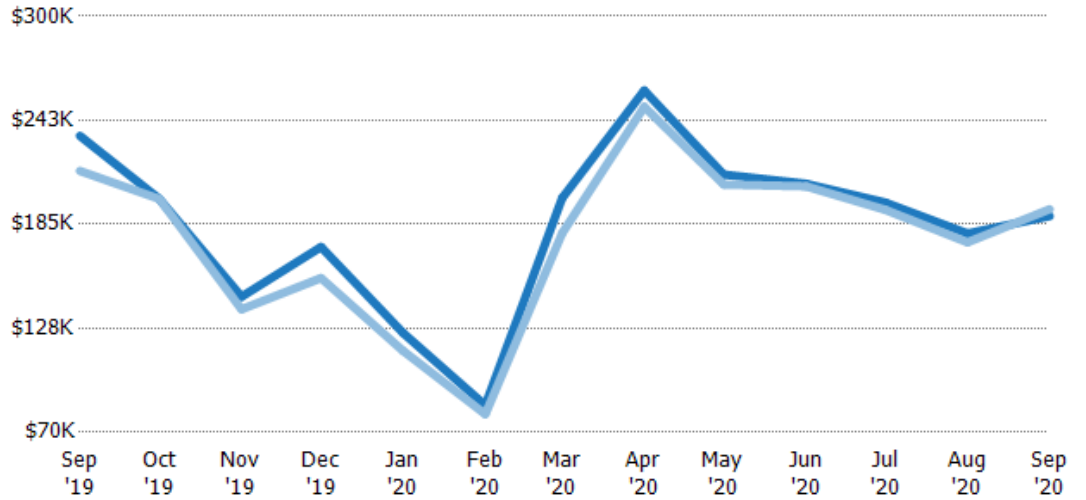
Avg List Price	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K	\$217K
Avg Sales Price	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K	\$194K	\$212K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	95%	94%	90%	92%	95%	96%	95%	98%	96%	98%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



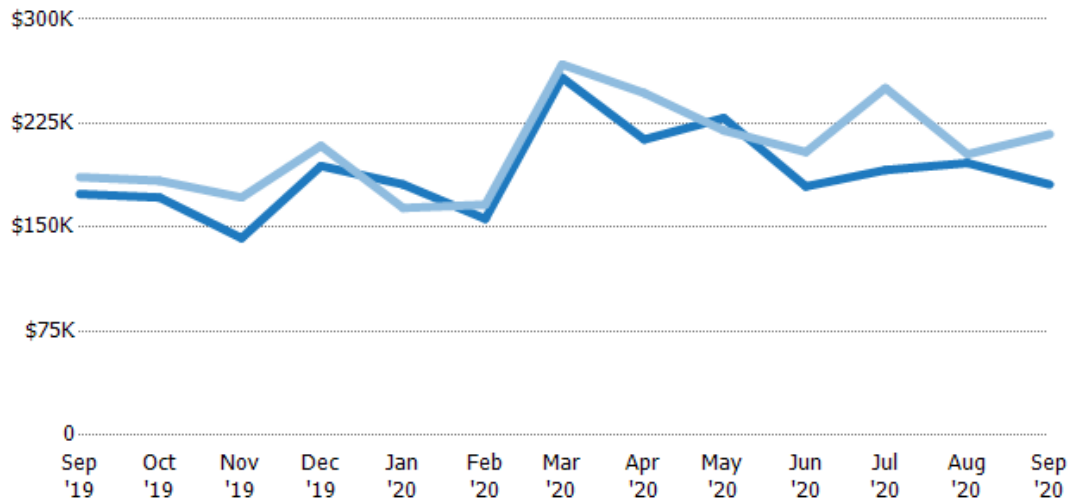
Median List Price	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K
Median Sales Price	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K	\$193K
Med Sales Price as a % of Med List Price	92%	100%	95%	90%	92%	94%	90%	97%	97%	99%	98%	97%	102%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



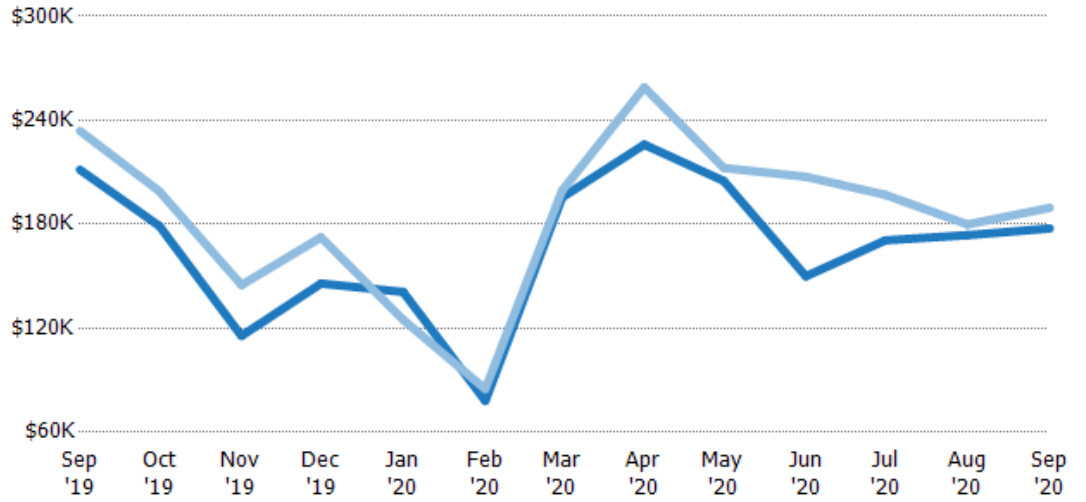
Avg Est Value	\$174K	\$172K	\$142K	\$194K	\$181K	\$156K	\$258K	\$213K	\$229K	\$179K	\$191K	\$196K	\$181K
Avg Sales Price	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K	\$217K
Avg Sales Price as a % of Avg Est Value	107%	107%	121%	108%	91%	107%	104%	116%	96%	114%	131%	103%	120%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Est Value	\$211K	\$179K	\$116K	\$146K	\$141K	\$78.1K	\$196K	\$226K	\$205K	\$150K	\$171K	\$174K	\$178K
Median Sales Price	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K
Med Sales Price as a % of Med Est Value	111%	111%	125%	118%	89%	109%	102%	115%	104%	138%	115%	104%	107%